

# FY2012 Q1 Financial Results



August 3, 2011

**ISUZU MOTORS LIMITED**

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## **I . FY2012 Q1 Outline**

Director : Toshio Sasaki

## **II . FY2012 Q1 Financial Summary**

Executive Officer : Masayuki Fujimori

## **III . Q&A**

Statements contained in this presentation, except for historical or current facts, are based on certain assumptions and our management's judgment in light of currently available information. Therefore, these statements may be susceptible to various factors, such as uncertainty contained in the assumptions and management's judgment and economic changes in the future, which may cause to bring about different results in Isuzu's future earnings and operating results.

Moreover, this presentation is not intended to solicit investment in Isuzu. Isuzu assumes no responsibility for any losses and liabilities that may be incurred because of the information in this presentation.

# **I . FY2012 Q1 Outline**

# FY2012 Q1 Consolidated Results

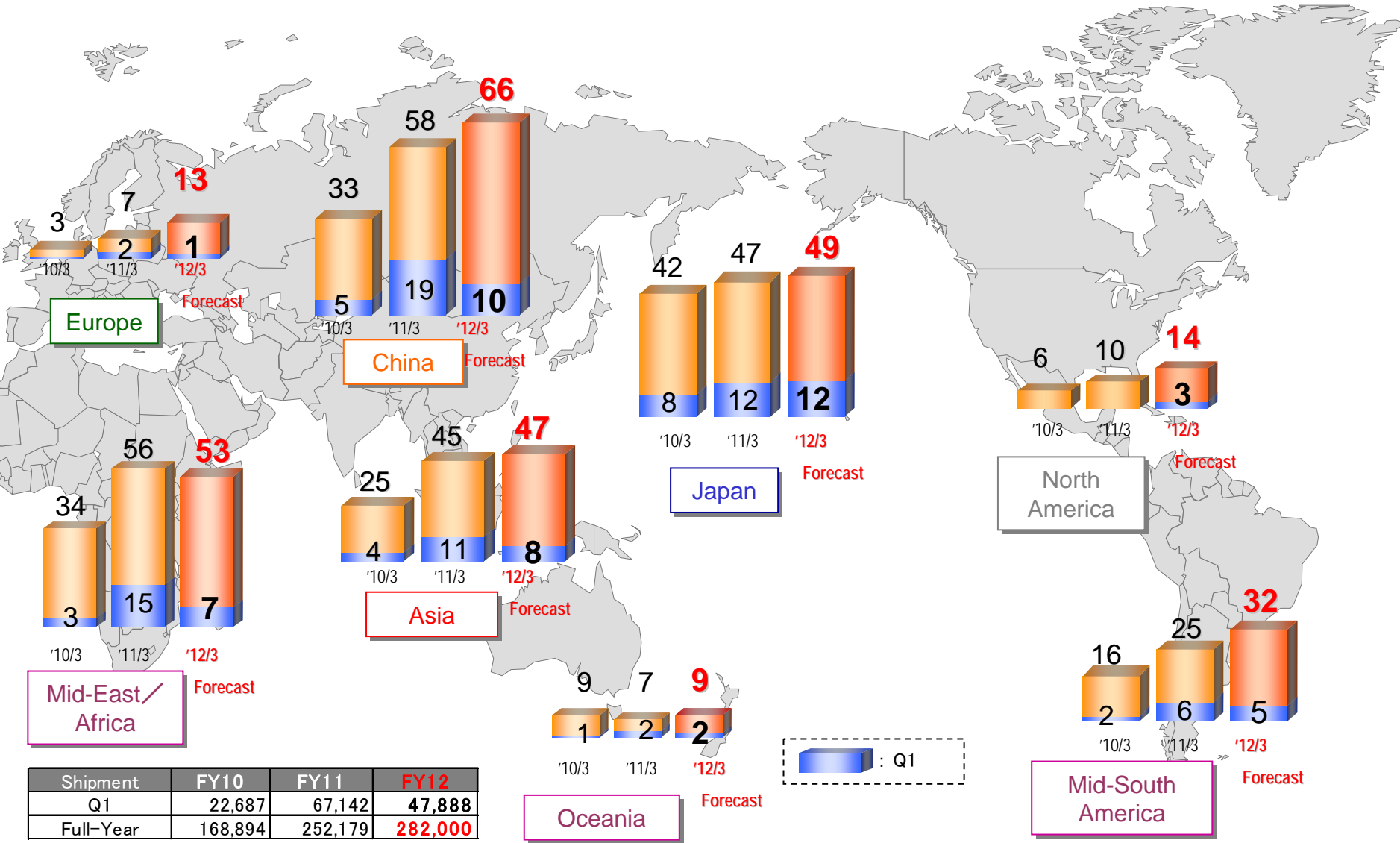
- Year-on-year Comparison -

(JPY Bil.)	FY12 Q1	FY11 Q1	Changes
<b>Net Sales</b>	<b>284.4</b>	<b>366.3</b>	<b>-81.9</b>
<b>Operating Income</b>	<b>14.4</b>	<b>23.8</b>	<b>-9.4</b>
<b>Ordinary Income</b>	<b>14.4</b>	<b>23.1</b>	<b>-8.7</b>
<b>Net Income</b>	<b>8.7</b>	<b>12.4</b>	<b>-3.7</b>

\* FX: FY12 Q1 = 82JPY/US\$  
 FY11 Q1= 93JPY/US\$

# **Ⅱ -1. Market Information**

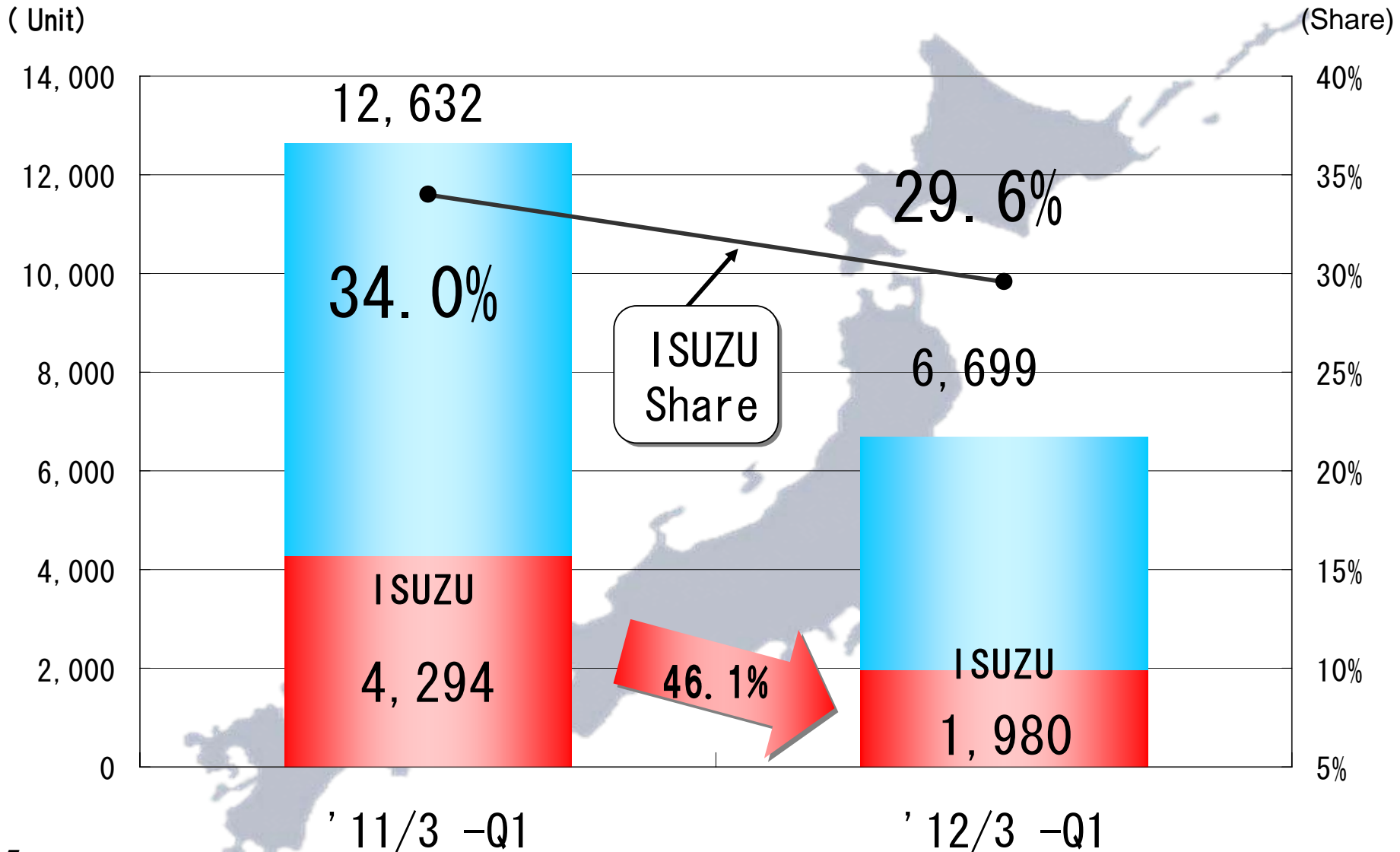
## CV Global Shipment - Vehicle and KD-SET, etc: K-units



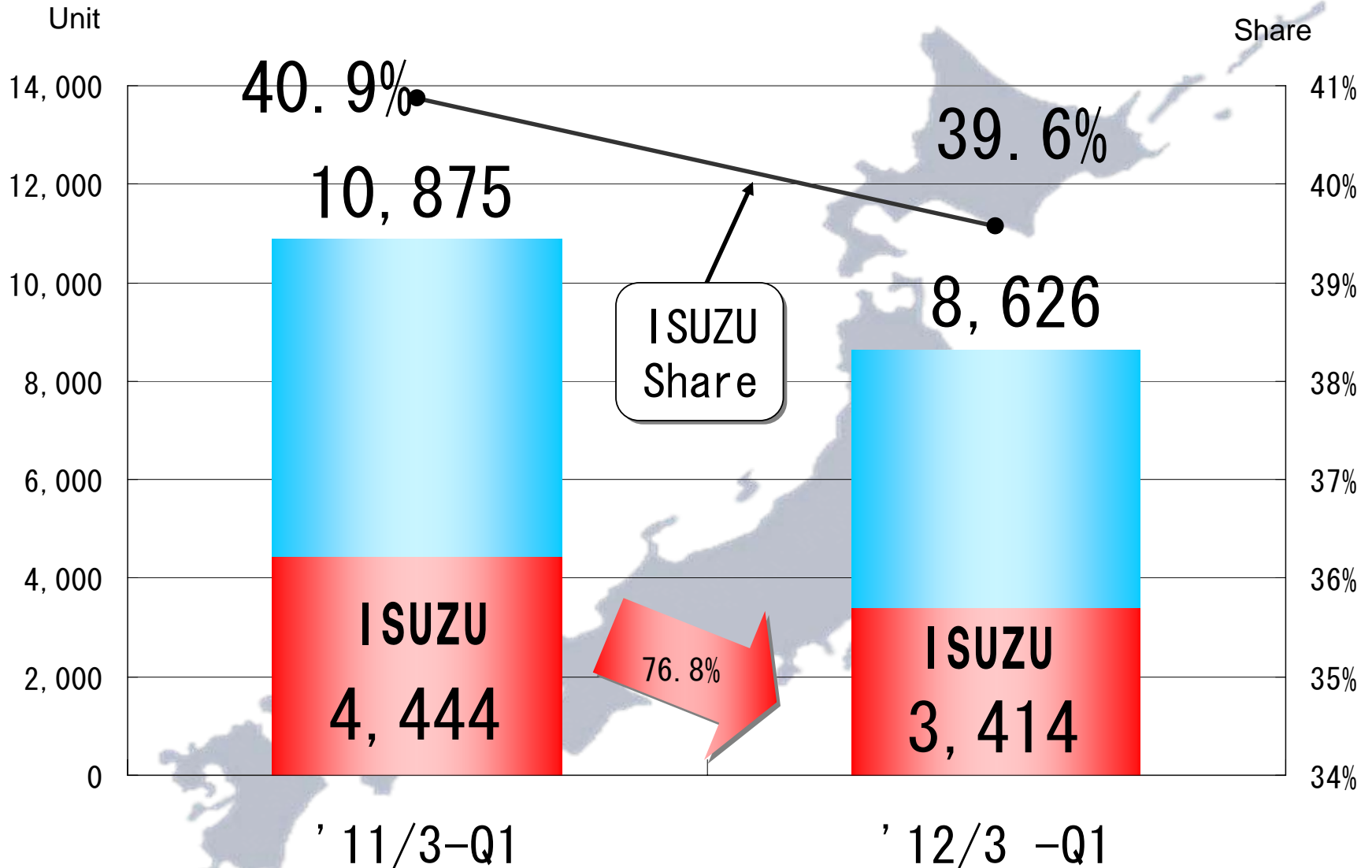
Shipment	FY10	FY11	FY12
Q1	22,687	67,142	47,888
Full-Year	168,894	252,179	282,000

Forecast

## FY2012 Q1 Japan Industry Sales and Isuzu Share - H/D, M/D Truck:4ton or above -



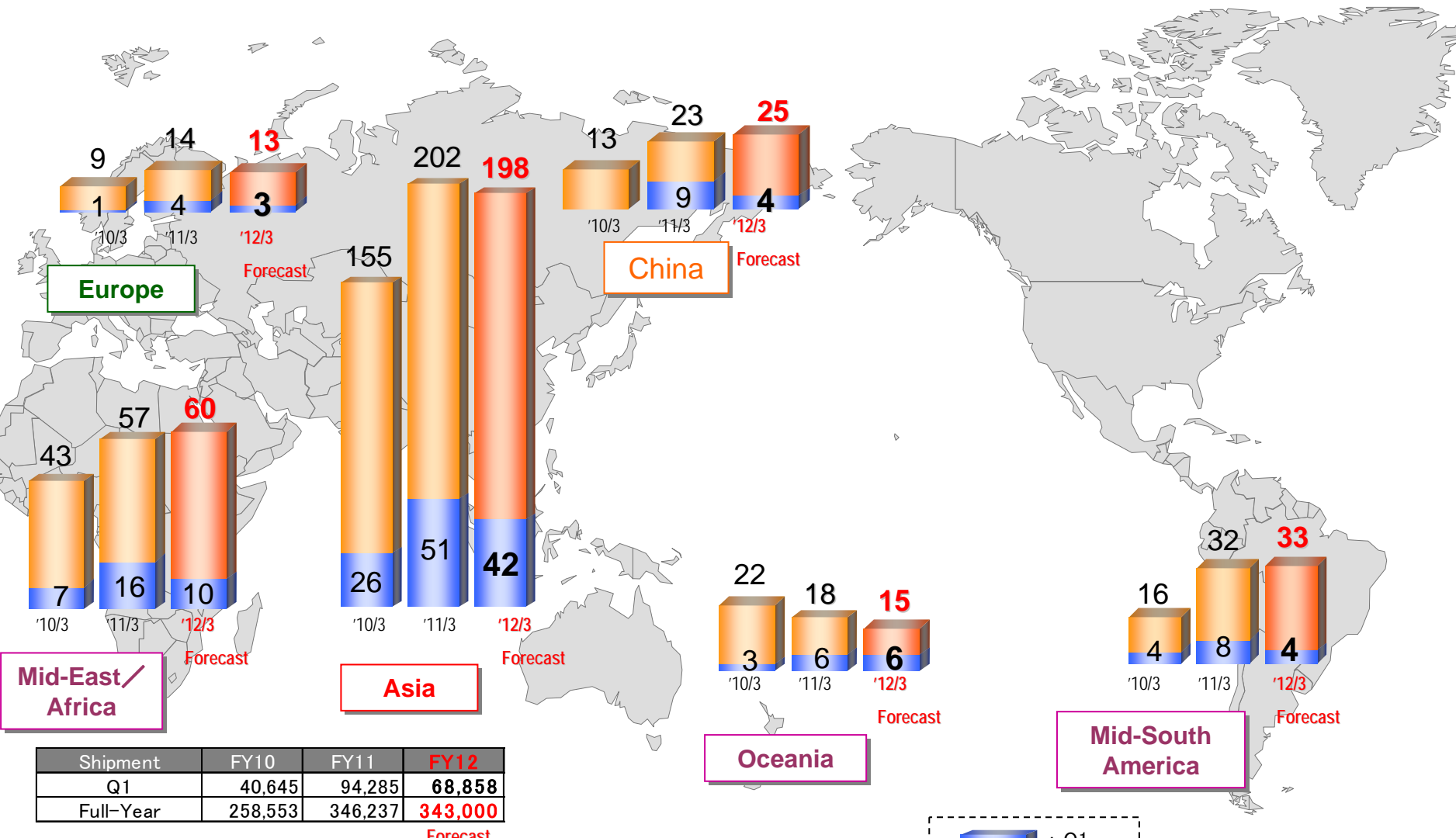
## FY2012 Q1 Japan Industry Sales and Isuzu Share - L/D(2-3ton) Truck -





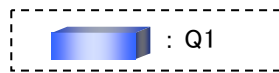
## LCV Global Shipment

- Vehicle and KD-SET, etc: K-units -



Shipment	FY10	FY11	FY12
Q1	40,645	94,285	<b>68,858</b>
Full-Year	258,553	346,237	<b>343,000</b>

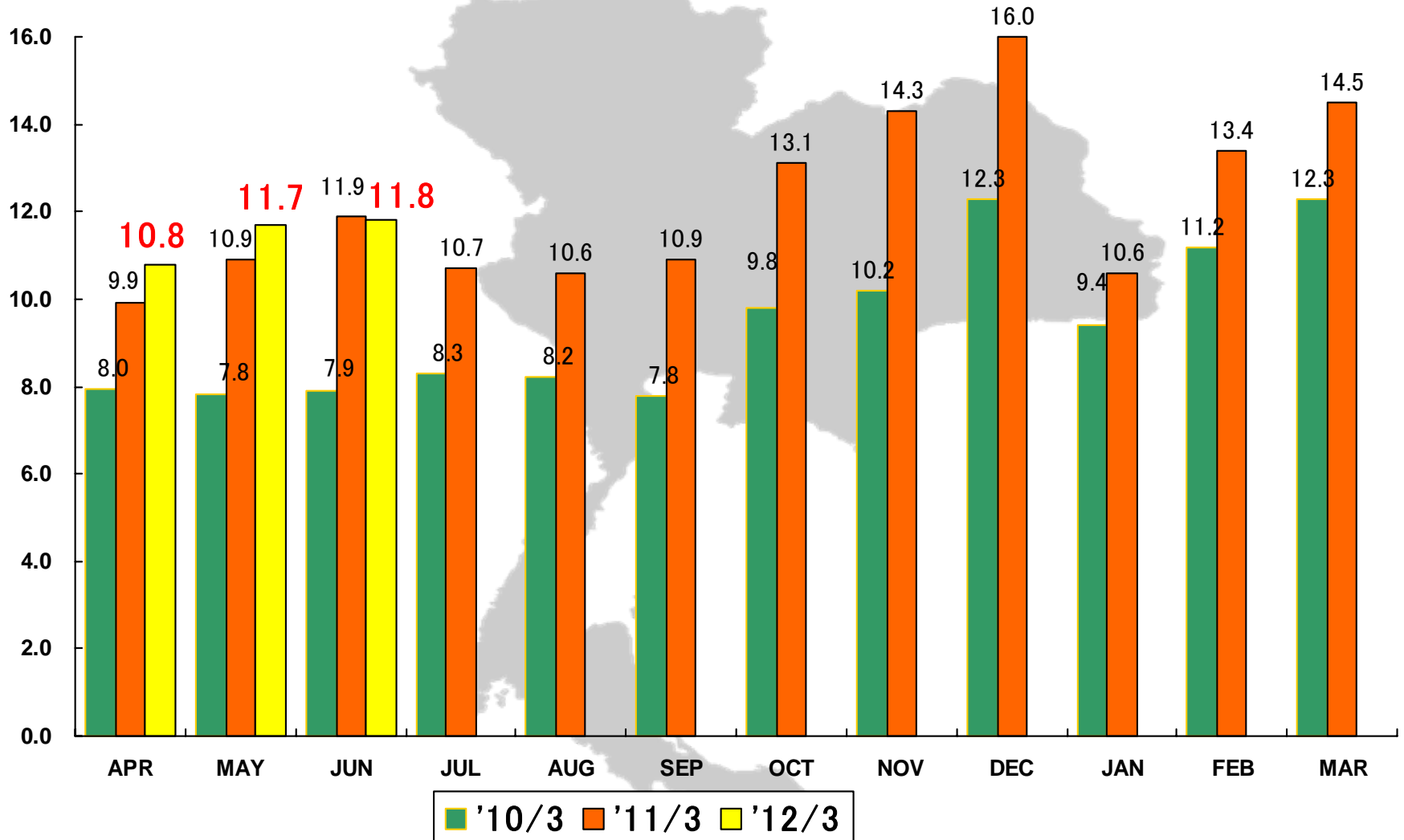
Forecast



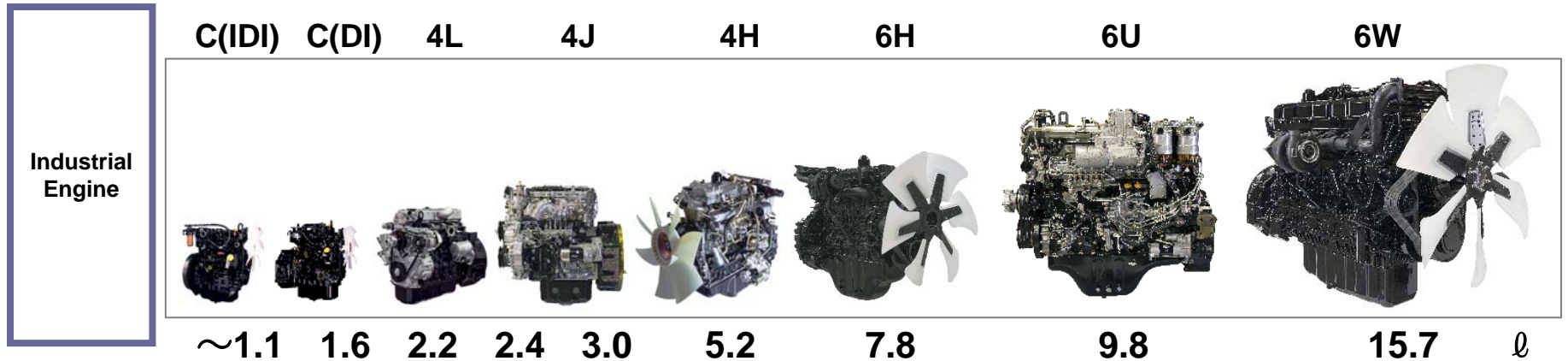
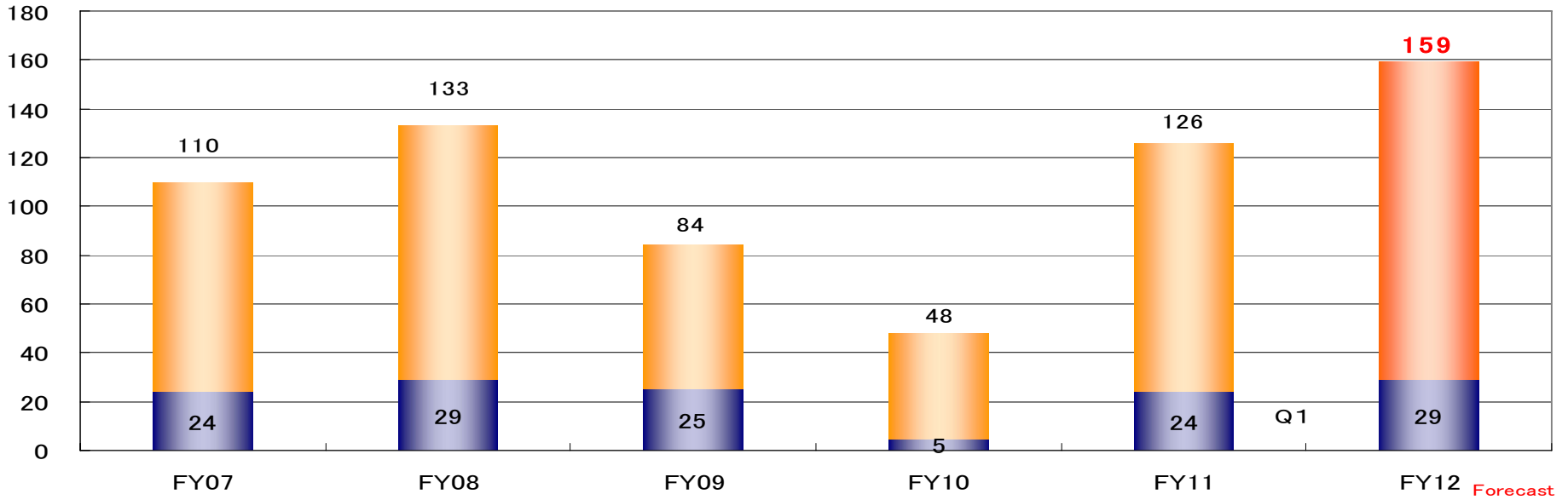


## Pick-up truck monthly sales in Thailand

(K-Unit)



## Global Production - Country Segment, Diesel Engine: K-units -



## **Ⅱ -2. FY2012 Q1 Financial Summary**

# FY2012 Q1 Consolidated Results

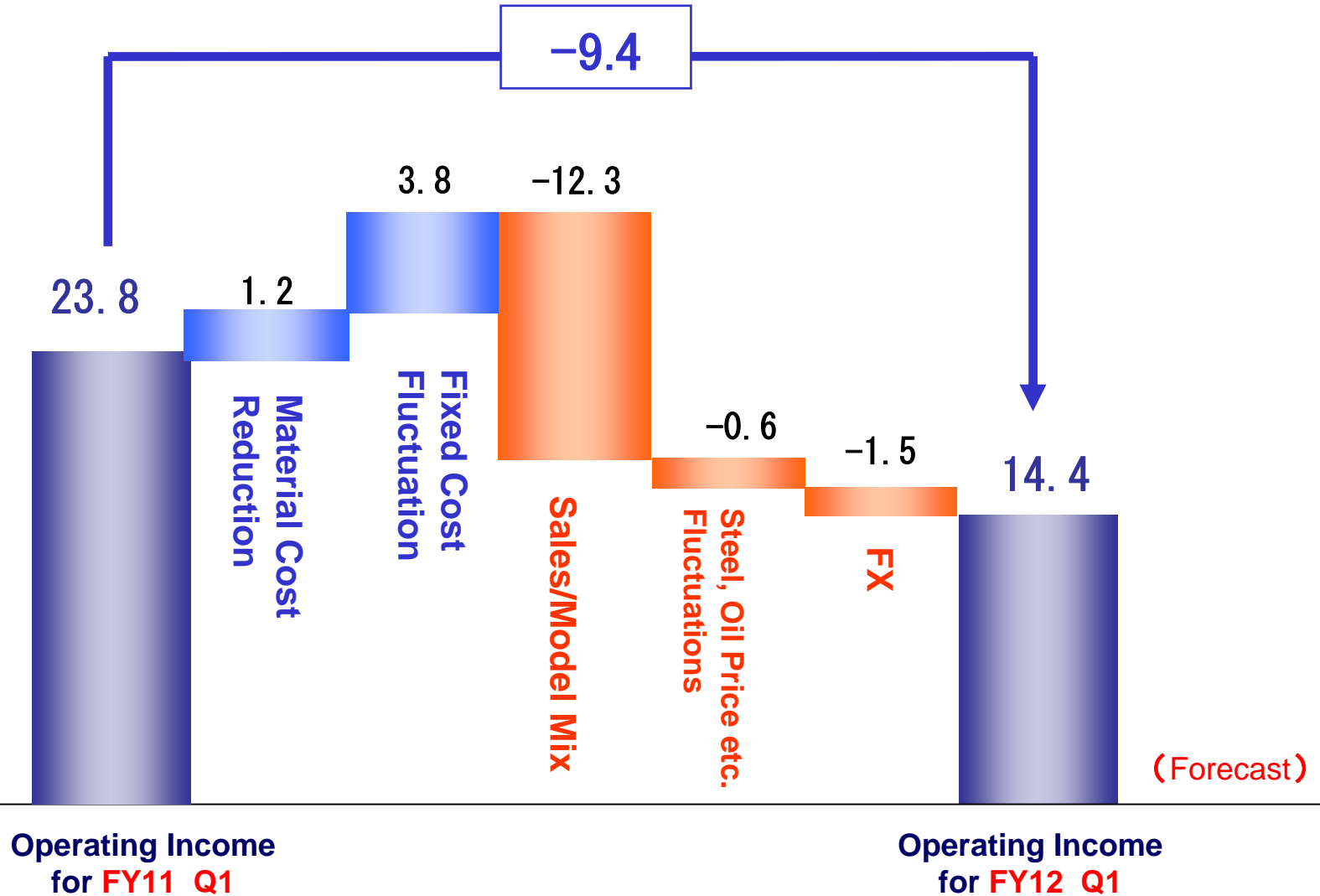
- Year-on-year Comparison -

(JPY Bil.)	FY12 Q1	FY11 Q1	Changes
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## FY2011 vs. FY2012 Fluctuations

- Consolidated operating income: analysis of change, JPY: Bil. -



# FY2012 Full-year Outlook

- Ordinary income, Net income, Year-on-year -

( JPY Bil. )	FY12 Q1	FY11 Q1	Changes
Net Sales	284.4	366.3	-81.9
Operating Income	14.4	23.8	-9.4
Ordinary Income	14.4	23.1	-8.7
Net Income	8.7	12.4	-3.7

Ordinary  
Income

Operating Income Change	<b>-9.4</b>
* Equity in Earnings of Affiliates:	-0.3
* Financial account balance/ FX gain and loss, Other	1.0
<b>Total</b>	<b>-8.7</b>

Extra Profit /  
Loss etc.

Ordinary Income	<b>14.4</b>
* Loss due to Disaster (-0.6) / Loss on disposal of noncurrent assets, etc	-0.7
* Tax and minority interests:	-5.0
<b>Net Income</b>	<b>8.7</b>

**Trucks for life**  
**ISUZU**